



1/20

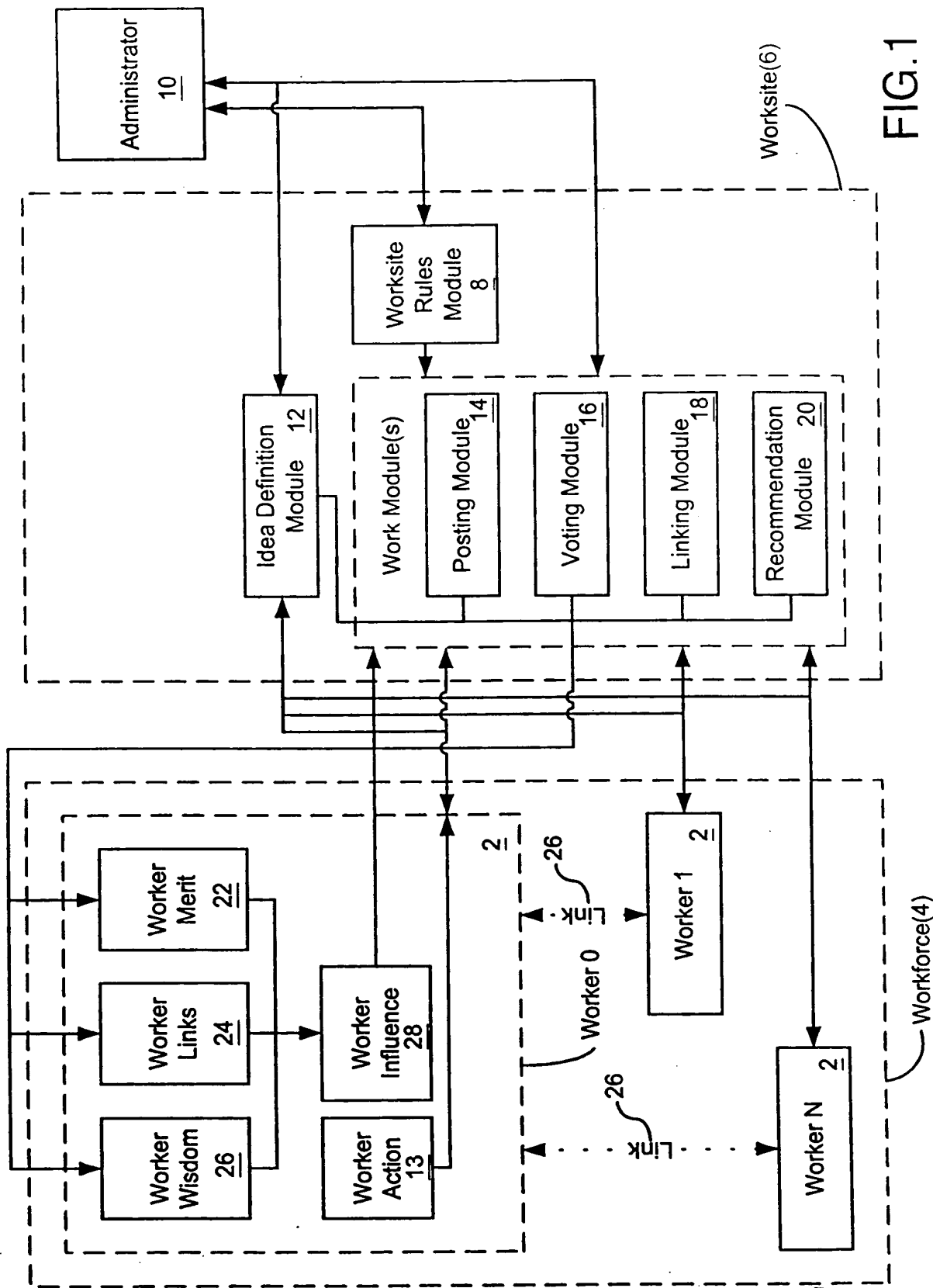


FIG. 1



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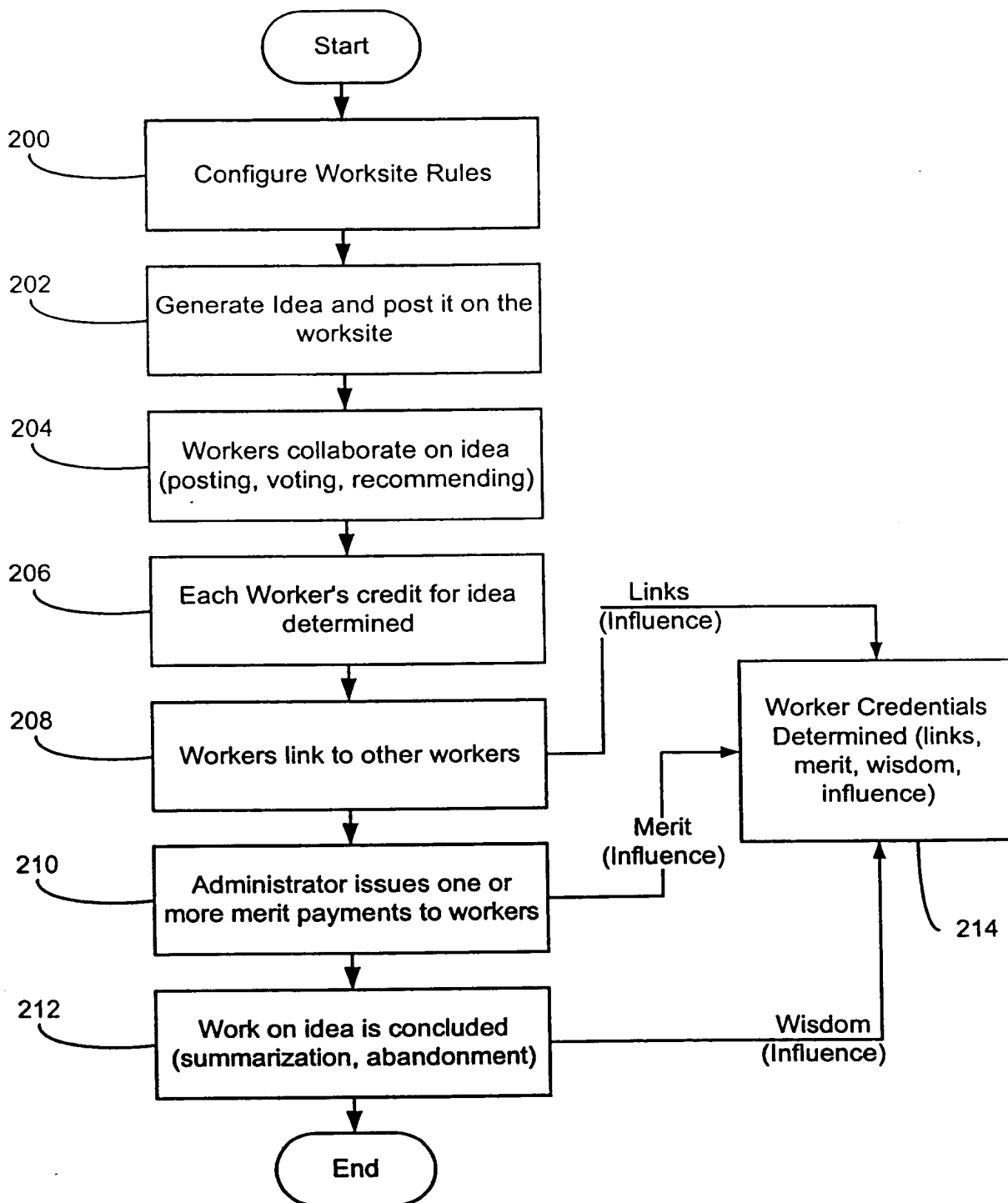


FIG.2



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FIG.3

MY DESK

WORKSITE

IDEAS

TASKS

WORKERS

Cameron, welcome back. [Log Out](#)

Worksite

View performance statistics for this worksite, the worksite rules that have been set by the administrator, and recent announcements from the administrator.

Employees and Premier Partners

Worksite Statistics

Registered Workers: 27

Open Ideas: 8

Abandoned Ideas: 0

Summarized Ideas: 0

Total Merit paid: 3000

Worksite Rules

Value of 1 Merit point: \$1.00

Merit coefficient: 0.1

Links coefficient: 1

Wisdom coefficient: 10

Influence-weighted voting: No

Influence-weighted recommendation: No

Allocation of Merit Payoffs to posting: 50%

Allocation of Merit Payoffs to voting: 50%

Minimum Influence for voting: Level 0

Minimum Influence for posting: Level 0

Minimum Influence for creating new idea: Level 0

Announcement: !

RULE CHANGE: Effective Monday, we will turn on influence-weighted voting for the first time, since people have had a few weeks to establish their credentials. This means that the more you've accomplished, the more your vote matters on decisions we're making.

[Read all announcements](#)

34

32

30



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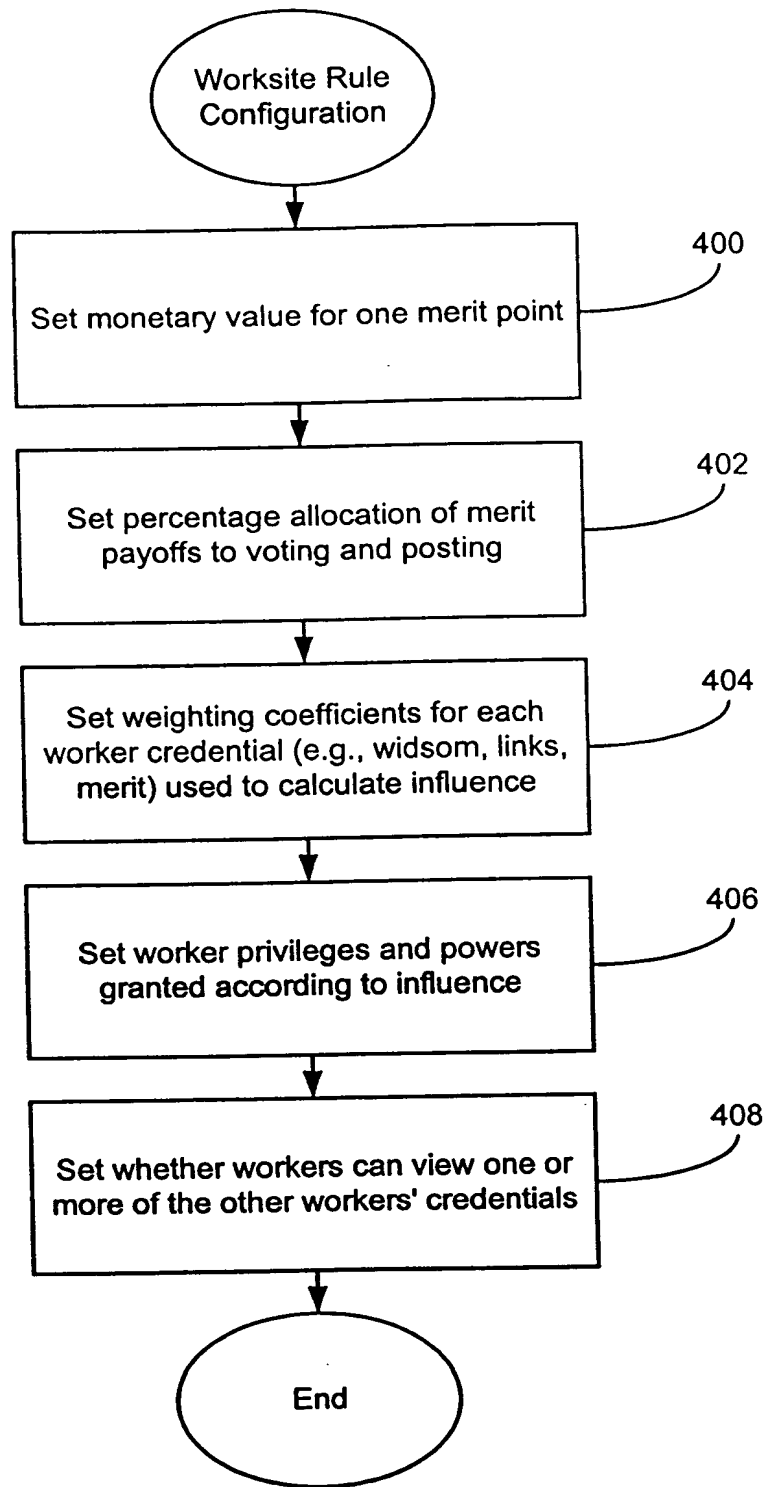


FIG.4



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FIG. 5

34

Cameron, welcome back. Log Out

MY DESKWORKSITEIDEASTASKSWORKERS

Work on an existing idea or create a new idea. You can work only on open ideas, but you can view ideas that the administrator has abandoned or designated to be summarized for executive review. You can also filter ideas by category.

CREATE NEW IDEA

Category: ALL

Sort By: Workers

Reboot

50

52

54

56

58

60a

60b

44

46

48

Workers

Merit

Payoff

Open Summarized Abandoned

Name	Activity	Outlook	Created	Workers	Merit	Payoff
All Categories	36	38	40	42		
Bluetooth support for refrigerators-sends shopping list to PDA	Strong	mm/dd/yy	11	1,000	mm/dd/yy	
Three tiered channel partner program	Strong	mm/dd/yy	10	500	mm/dd/yy	
Smart package technology	Strong	mm/dd/yy	8	1,500	mm/dd/yy	
Collaborative flow manufacturing applied to software development	Weak	mm/dd/yy	7	-	mm/dd/yy	
Employee retention increased using balanced scorecard techniques	Strong	mm/dd/yy	7	-	mm/dd/yy	
Weather strip that changes color in area of air leaks	Strong	mm/dd/yy	6	-	mm/dd/yy	
Potential JV with Xylon Corp to joint market polymer adhesive	Strong	mm/dd/yy	6	-	mm/dd/yy	
Wrist-safe ice cream scoop avoids	Strong	mm/dd/yy	3	-	mm/dd/yy	

INTERNET



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FIG. 6A

Cameron, welcome back. [Log Out](#)

MY DESK

WORKSITE

IDEAS

TASKS

WORKERS

Ideas >> 62

View the discussion of an idea. To contribute to the discussion, click on the heading of the post that interests you. You can post, vote on other workers' posts, and recommend an overall outcome for this idea.

64

Smart package technology

Root Opportunity | Post Credit=40.63% | Votes=6

Elizabeth A. Submitted Tuesday, mm/dd/yy, 12:15:27 PM

YOUR VOTE

+3 +2 +1 0 -1

☒ ☐ ☐ ☐ ☐

YOUR CREDIT 7%

IDEA STATUS Open

What should happen to this idea?

☐ Summarize it

☐ Abandon it

☒ No conclusion yet

[View idea details](#)

☐ ☒ Subscribe by Email-You will receive new posts to this discussion by email.

View: Full

Sort By: Thread

Filter: 0%

☒ Save these settings

66

Retailers are missing 10-20% of sales because of inventory management problems

| Post Credit=21.88% | Votes=4

YOUR VOTE

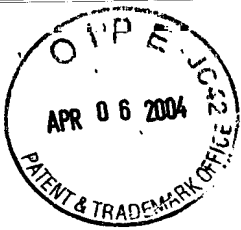
70 ~ +3 +2 +1 0 -1

☐ ☒ ☐ ☐ ☐

Sandra L. submitted Wednesday, mm/dd/yy 10:51:07 PM

Manufacturers and retailers both expend a lot of effort trying to get the right products to the right place at the right time. However, according to our own analysis, even the retailers who do the best job managing their inventory lose about 11% of sales because an item is not on the shelf when a consumer goes to look for it. I've attached a pivot table that shows the magnitude of the problem for each of our North

INTERNET

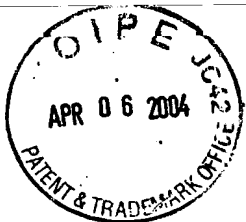


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FIG. 6B

<p>68</p> <p>The per-unit cost of goods of such a system aren't quite where we want it to be, yet, but with Moore's Law being what it is, we should get there within three years. Now's the time to start some field test, so that we're ready to roll Smart Packages out broadly by 2004.</p> <p>62 CONT.</p> <p><input type="checkbox"/> <input checked="" type="checkbox"/> Subscribe by Email-You will receive new posts to this discussion by email.</p> <p>View: <input type="text" value="Full"/> Sort By: <input type="text" value="Thread"/> Filter: <input type="text" value="0%"/> <input type="button" value="v"/> <input type="button" value="Reload"/> <input type="checkbox"/> Save these settings</p> <p><u>Retailers are missing 10-20% of sales because of inventory management problems</u> <span style="float: right;">66</span></p> <p>  Post Credit=21.88%   Votes=4</p> <p>Sandra L. submitted Wednesday, mm/dd/yy 10:51:07 PM</p> <p>Manufacturers and retailers both expend a lot of effort trying to get the right products to the right place at the right time. However, according to our own analysis, even the retailers who do the best job managing their inventory lose about 11% of sales because an item is not on the shelf when a consumer goes to look for it. I've attached a pivot table that shows the magnitude of the problem for each of our North American retailers.</p> <p>Attachment: <u>Retailer Inventory Mgmt. xls</u></p> <p><input checked="" type="checkbox"/> The problem is even worse on the weekends!</p> <p>Facts   Post Credit=3.13%   Votes=4</p> <p>Anonymous Poster submitted Wednesday, mm/dd/yy 10:56:14 PM</p> <p>Yes, and this problem is even worse on the weekends, when shoppers are emptying store shelves and the delivery trucks aren't arriving with fresh supplies.</p> <p><input checked="" type="checkbox"/> Potato chips are the only chips we're ever gonna see on retail shelves</p> <p>Challenges   Post Credit=0.00%   Votes=3</p> <p>Lupe Z. Submitted Thursday, mm/dd/yy 11:01:08 AM</p> <p>Guys, this just isn't going to work. It's not even worth trying! It's just another solution looking for a problem... from those propeller heads in the Supply Chain group. I've been working with retail for 30 years now, and I should know, nobody's going to swallow this program.</p> <p><u>We have a retailer in Atlanta who wants to pilot this technology</u></p>		<p><input type="radio"/> No conclusion yet</p> <p><input type="button" value="SUBMIT"/></p> <p><input type="radio"/> View idea details</p> <p>YOUR VOTE</p> <p>+3 +2 +1 0 -1</p> <p>70</p> <p>YOUR VOTE</p> <p>+3 +2 +1 0 -1</p> <p>70</p> <p>YOUR VOTE</p> <p>+3 +2 +1 0 -1</p> <p>70</p> <p>VOTE HERE</p>
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☐ INTERNET



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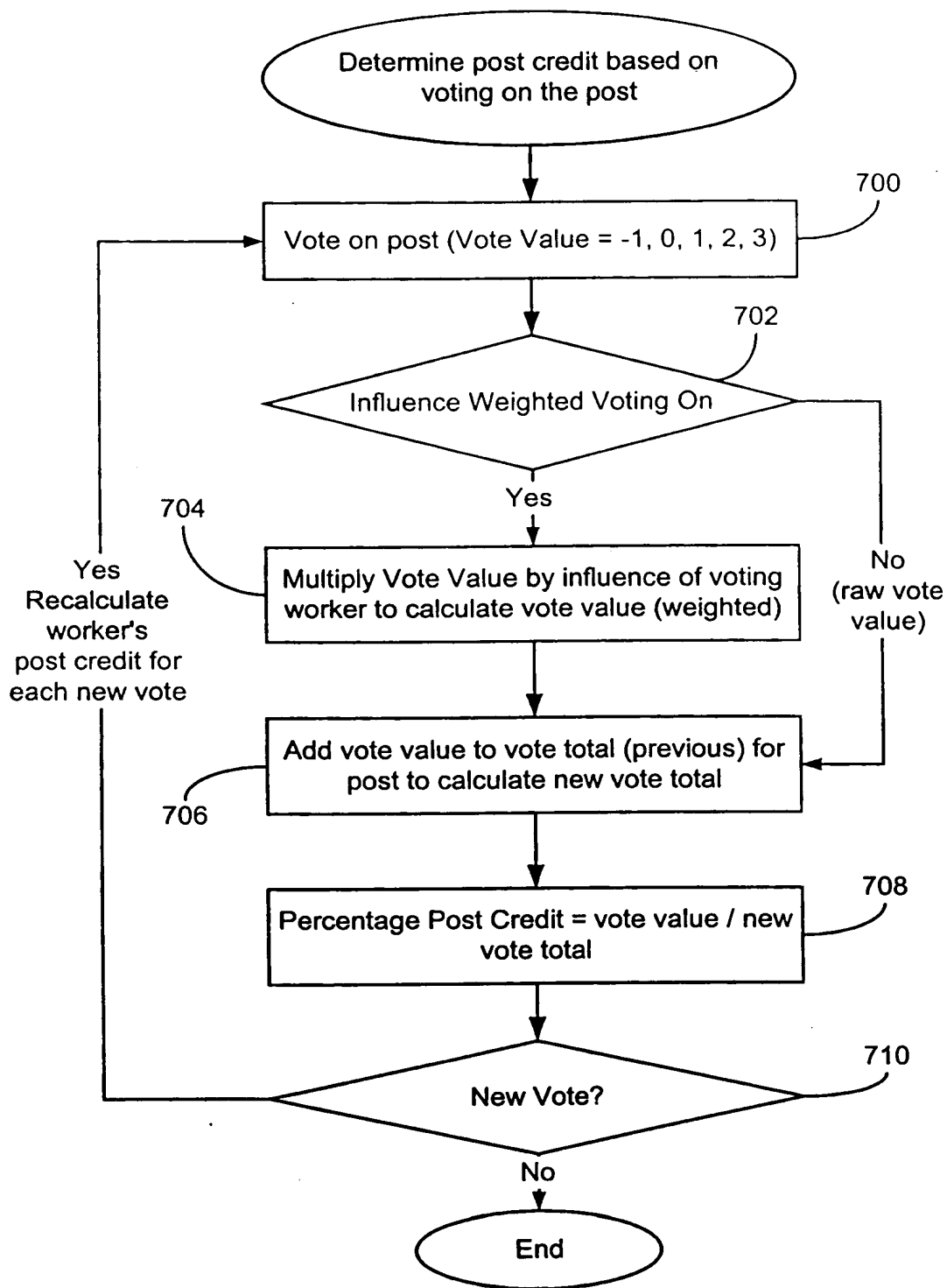
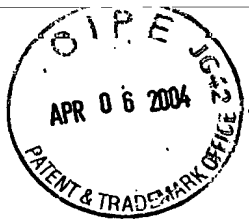


FIG. 7



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FIG. 8A

Log Out

Cameron, welcome back.

MY DESKWORKSITEIDEASTASKSWORKERS

Ideas>>

Smart package technology

72

Smart Package technology could cut our inventory in half

Benefits | Post Credit=29.41% | Votes=4

As you know, we're carrying \$2.5 billion in inventory at any given time, with a 60 day turnover. With more accurate, real-time forecasting, we could cut the turnover time in half, freeing up \$1.25 billion in additional capital for the company. This is very strong support of our "Lean and Mean 2002" global supply chain initiative.

Natasha Y.

Submitted Thursday, mm/dd/yy 11:15:49 AM

74

Post

Choose one of the following types of contributions.

☐ Benefit-Describe the material positive outcome of the previous post.

☐ Challenge-Cite potential problems raised by the previous post.

☐ Opportunity-Suggest additional possibilities related to the previous post.

☐ Fact-Add a relevant fact to support or refute the previous post.

☐ Correction-Point out an error and offer a correction to the previous post.

☒ None-Post does not fit any of the above categories.

Subject:

Message:

Vote

How would you value what Natasha Y. said?

☐ High

☒ Medium

☐ Low

☐ None

☐ Negative

+3

+2

+1

0

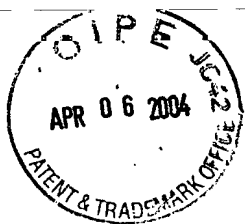
-1

VOTE

Network

☐ Link to Natasha Y.

☐ INTERNET



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FIG. 8B

Post

74

Choose one of the following types of contributions:

☐ Benefit-Describe the material positive outcome of the previous post.

☐ Challenge-Cite potential problems raised by the previous post.

☐ Opportunity-Suggest additional possibilities related to the previous post.

☐ Fact-Add a relevant fact to support or refute the previous post.

☐ Correction-Point out an error and offer a correction to the previous post.

☐ None-Post does not fit any of the above categories.

82

88

Subject: It currently takes four days to collect barcode scanner data

Message: Today, we have to wait four days to get data collected from retailer's bar code scanners. That's still way ahead of smaller manufacturers who typically have a 20-30 day delay.

80

☐ Attach a file: Click the Browse button to select the file you want to attach, or type the path to the file in the box below.

84

Browse

86

☐ Post Anonymously

POST

Vote

76

How would you value what Natasha Y. said?

☐ High

☐ Medium

☐ Low

☐ None

☐ Negative

+3

+2

+1

0

-1

90

VOTE

78

Network

☐ Link to Natasha Y.

If you add certain workers to your network, you can more easily find ideas they're working on. Also, you may increase the influence of those workers, depending on how the rules are set for this worksite.

CHANGE

72 CONT

INTERNET

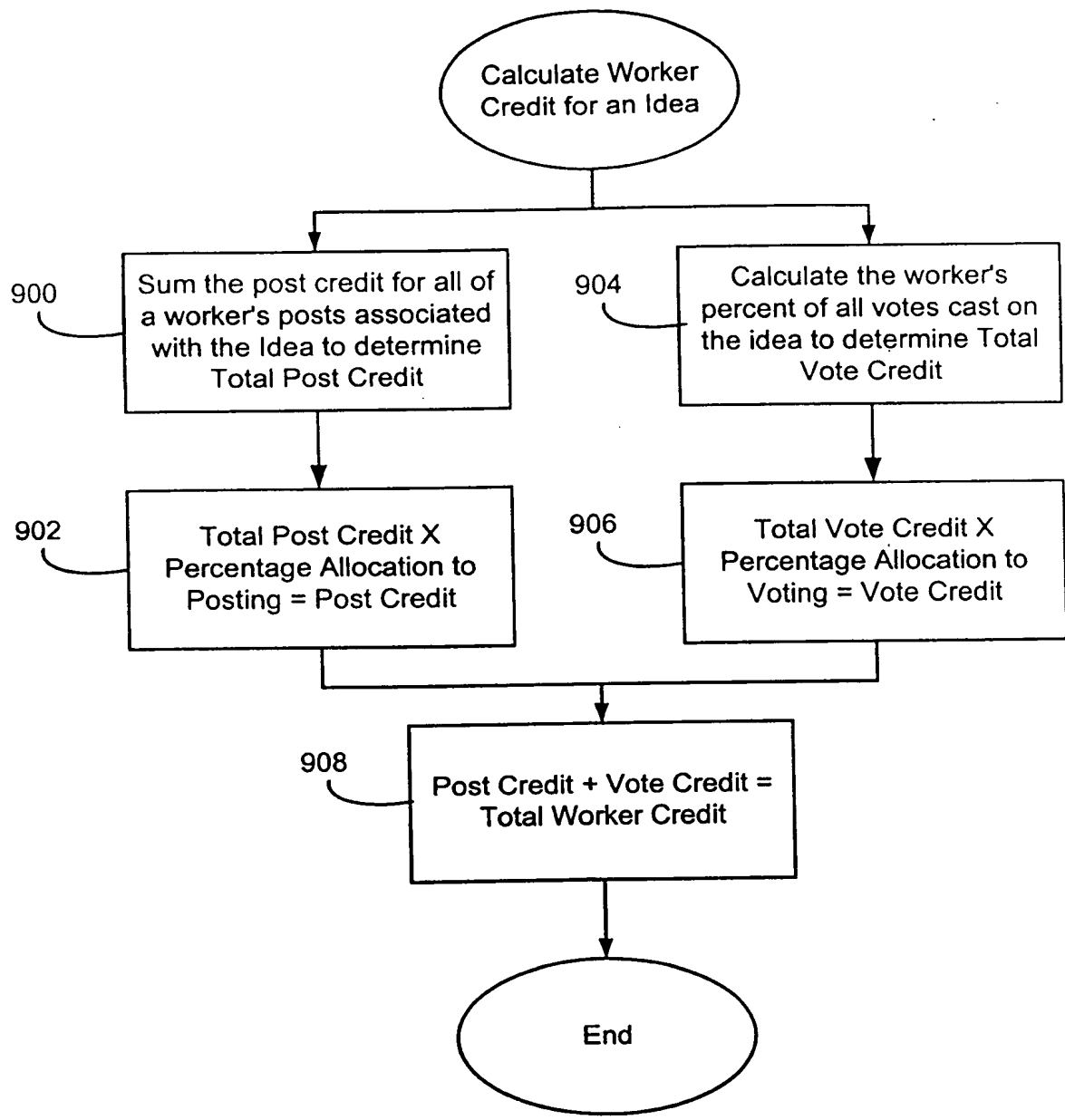


FIG.9



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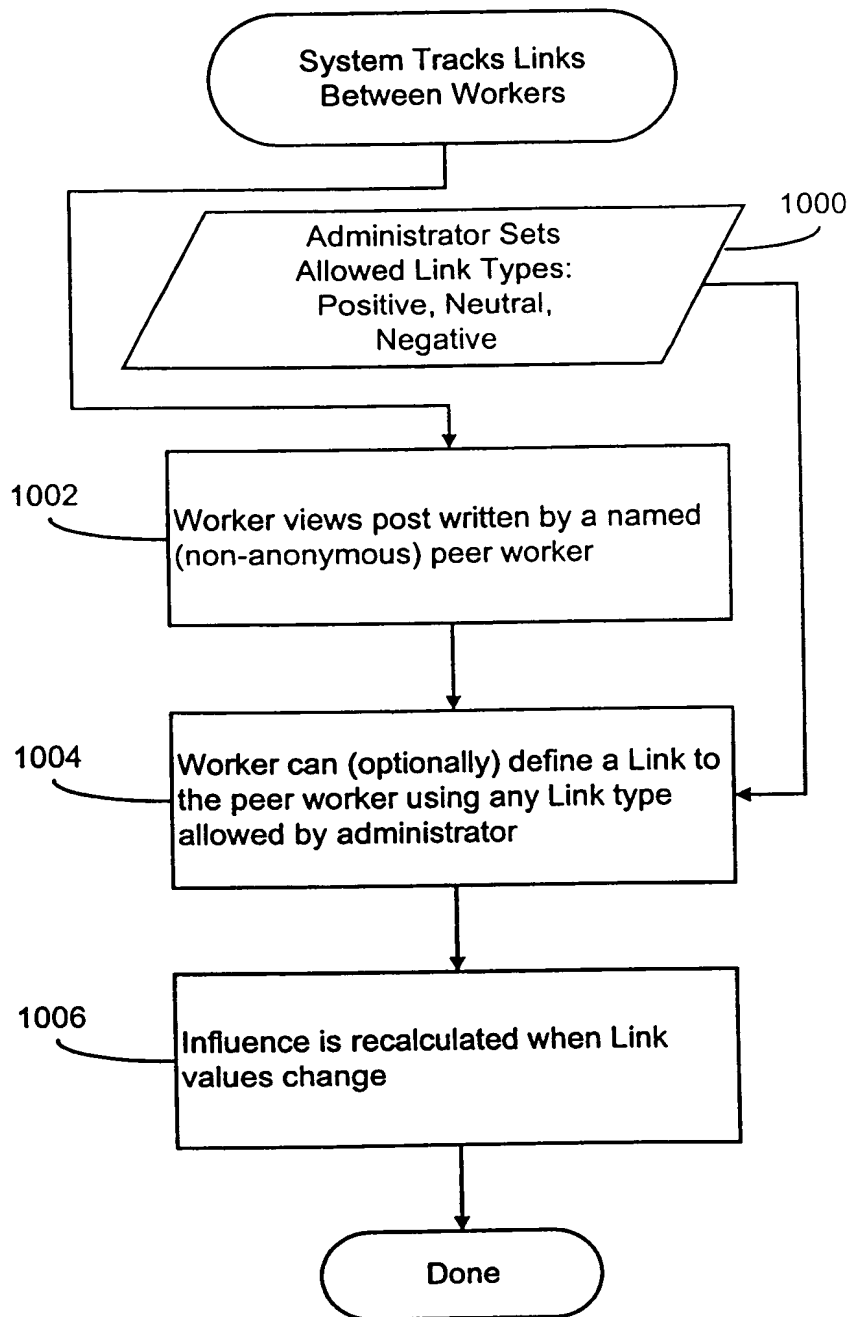
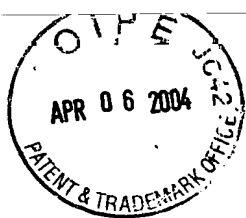


FIG.10



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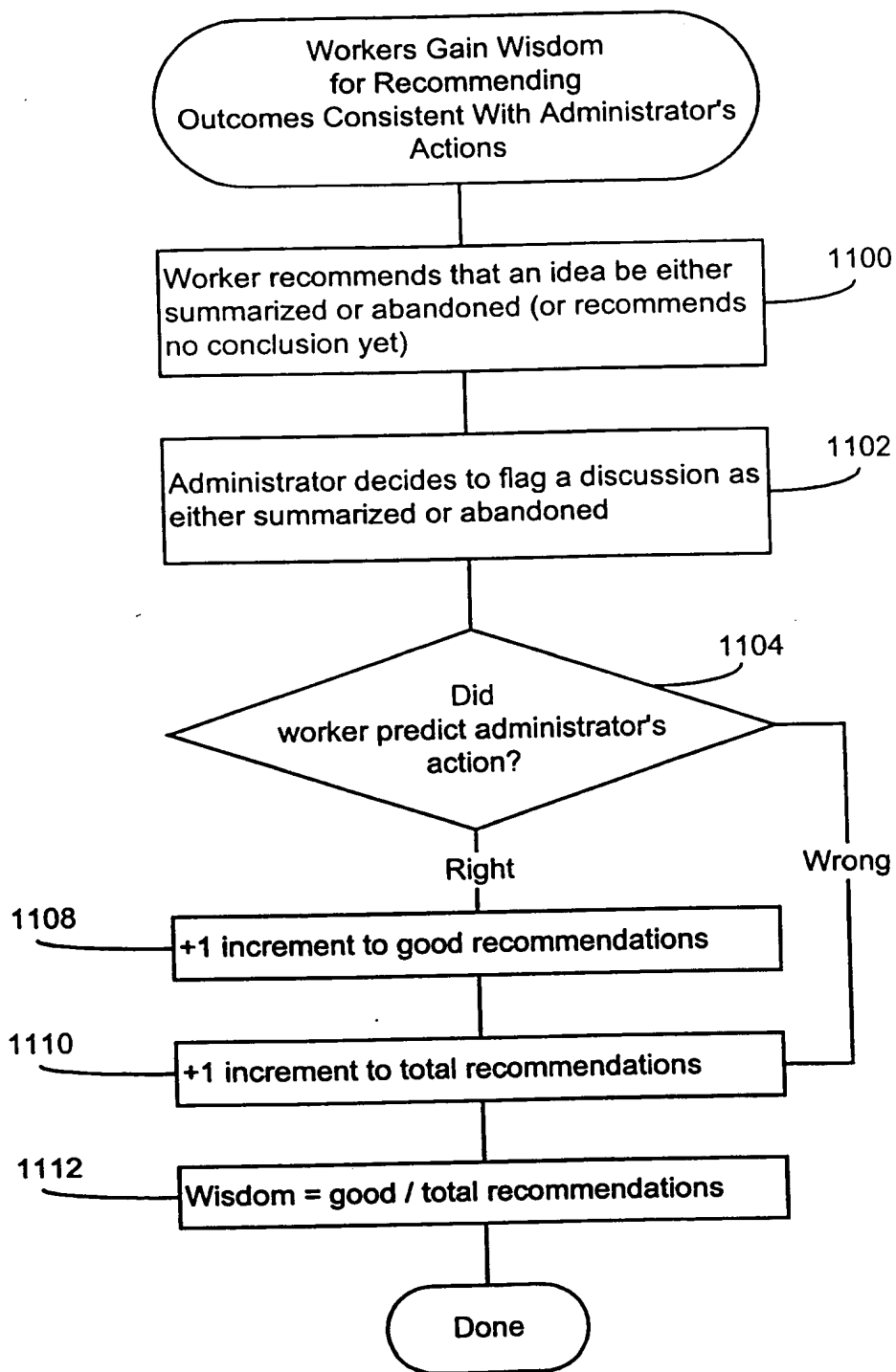


FIG.11



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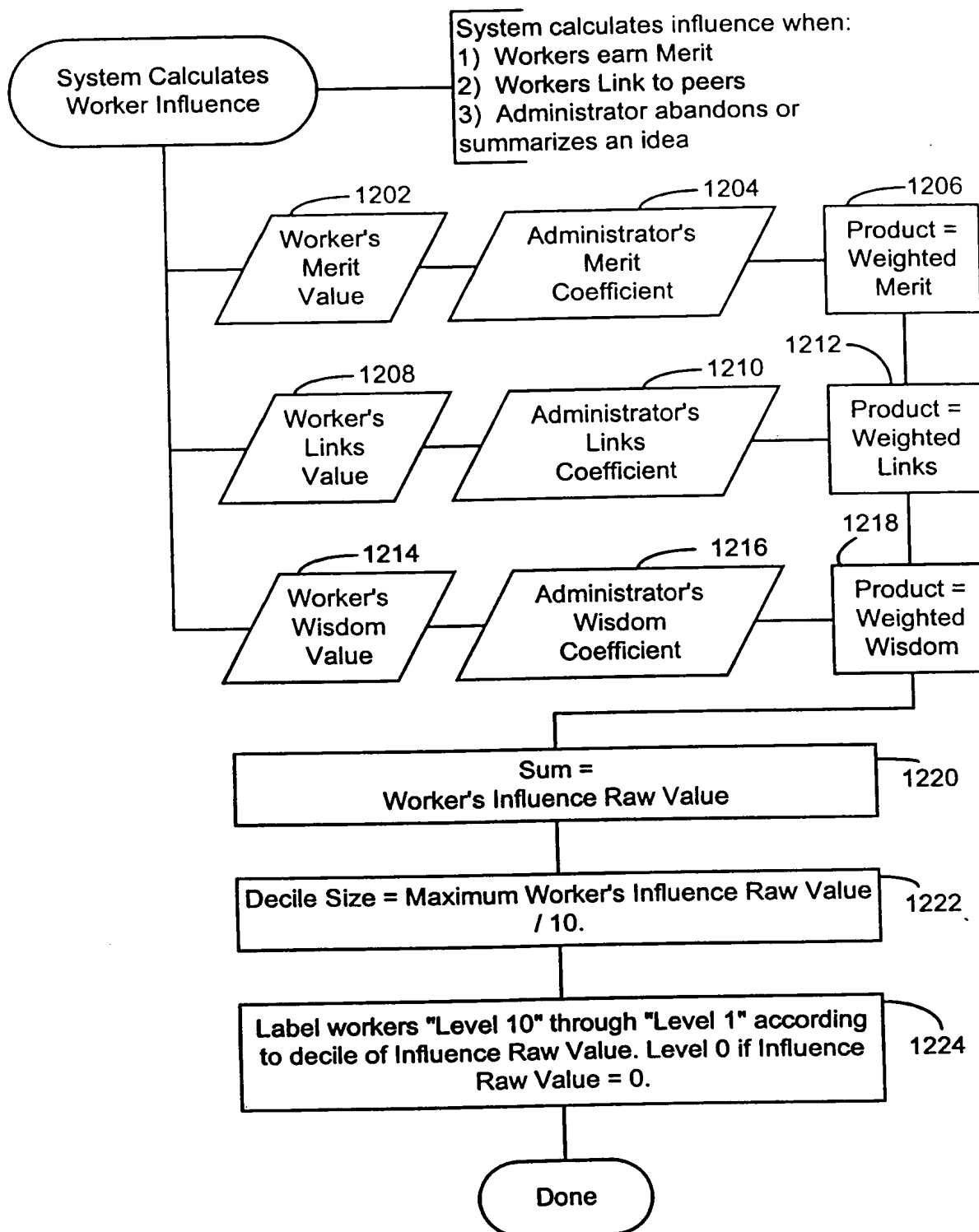
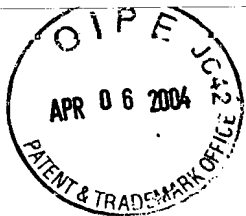


FIG.12



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FIG.13

Cameron, welcome back. [Log Out](#)

MY DESK

WORKSITE

IDEAS

TASKS

WORKERS

92

View workers and their credentials. For each worker, Merit shows earnings to date, Links shows peer recruiting capability, Wisdom shows decision performance, and Influence shows organizational capital.

94

Displaying workers with influence of Level 8 and higher

User Name	Full Name	Merit	Links	Wisdom	Influence
● <u>CameronW</u>	Cameron W.	250	5.6	0.80	Level 10
● <u>LupeZ</u>	Lupe Z.	288.54	4.0	0.21	Level 9
● <u>NatashaY</u>	Natasha Y.	201.81	3.1	0.76	Level 8
● <u>KevinS</u>	Kevin S.	189.66	3.3	0.86	Level 8
● <u>SandyU</u>	Sandy U.	202.17	3.9	0.61	Level 8
● <u>TerryQ</u>	Terry Q.	229.28	3.6	0.44	Level 8
● <u>YangX</u>	Yang X.	174.24	4.5	0.896	Level 8

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INTERNET



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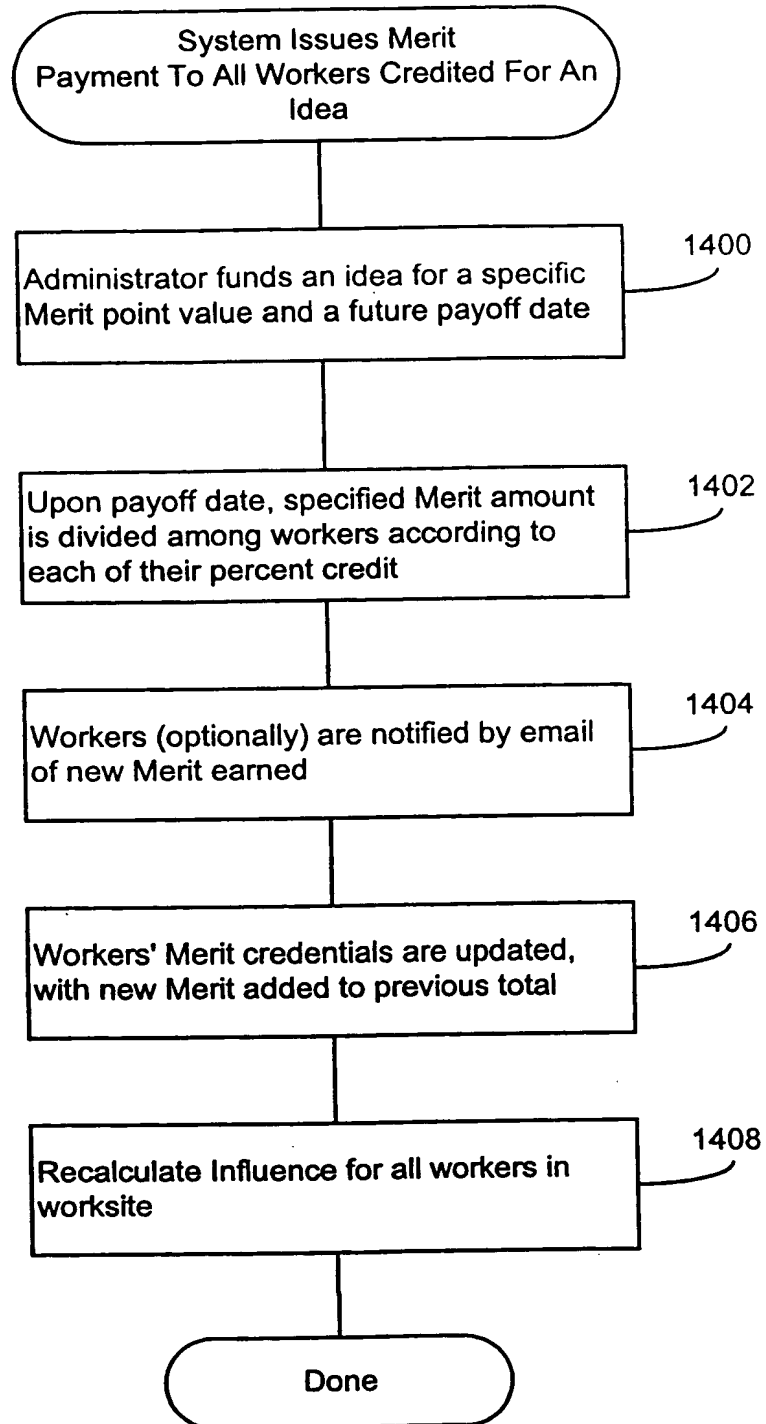
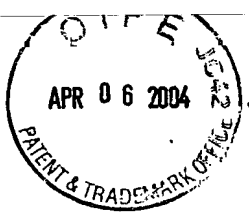


FIG.14



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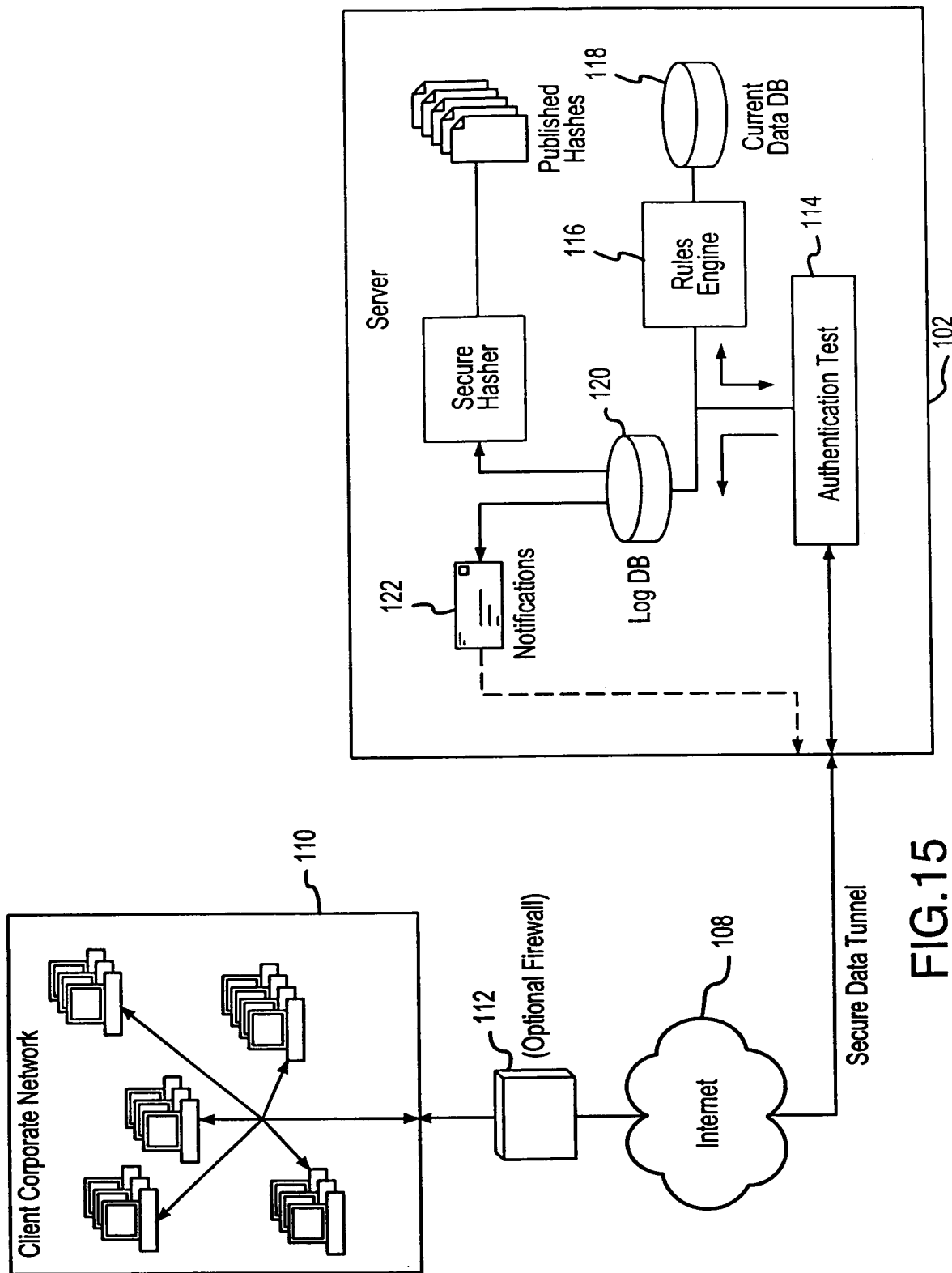


FIG. 15

O I P E J C 3 4  
 APR 06 2004  
 PATENT & TRADEMARK OFFICE

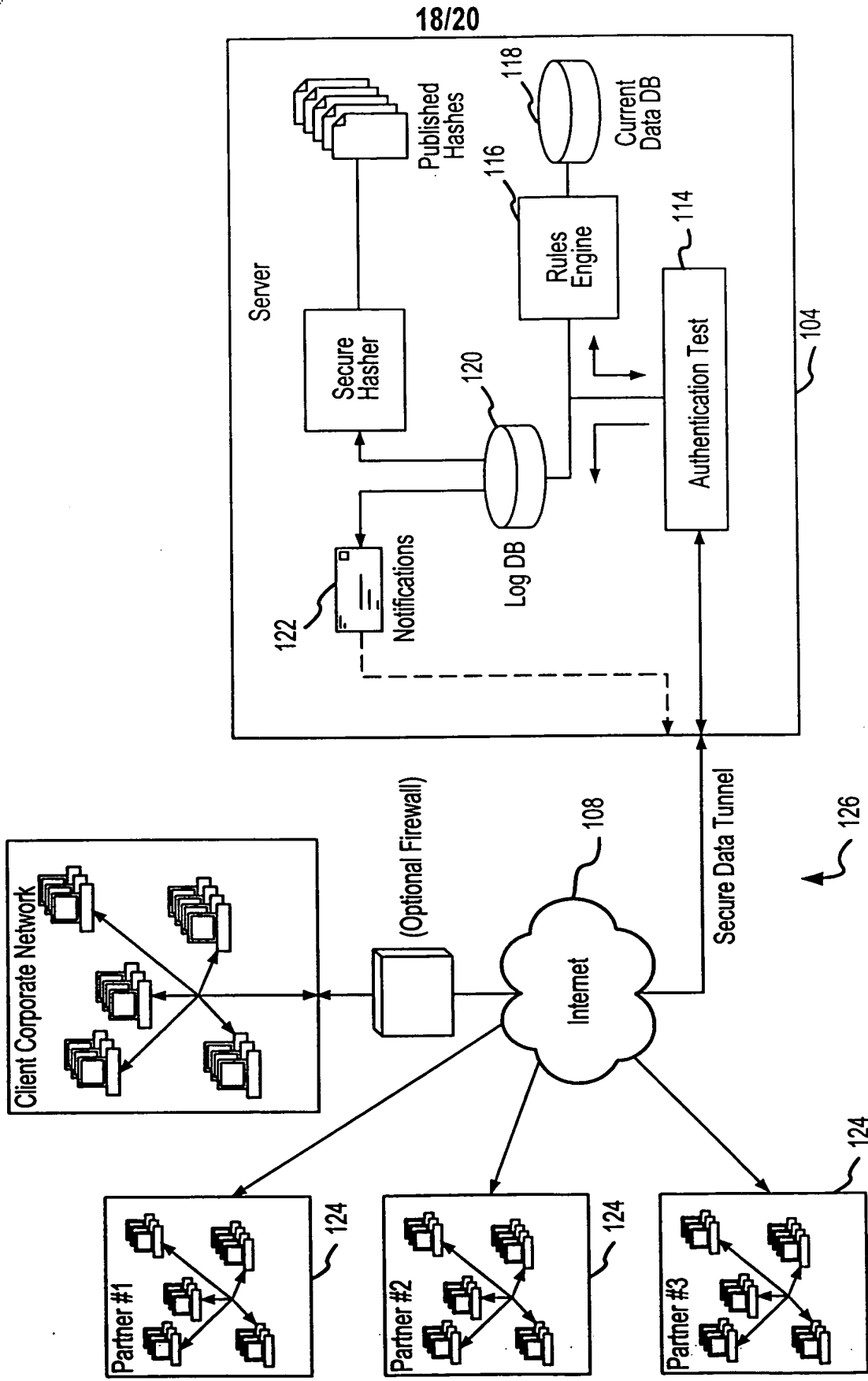
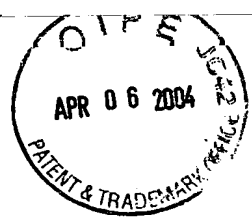


FIG.16



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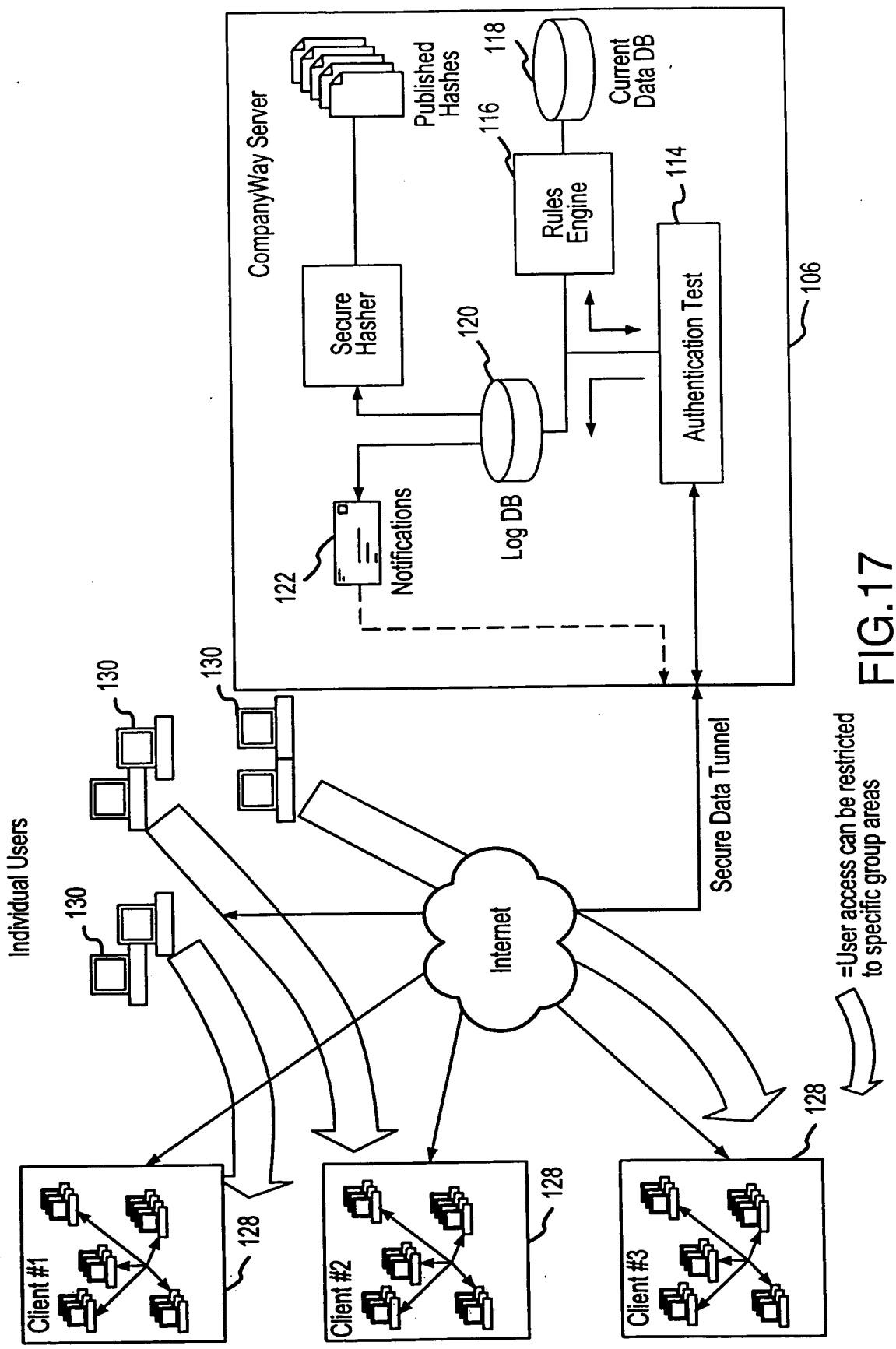


FIG. 17



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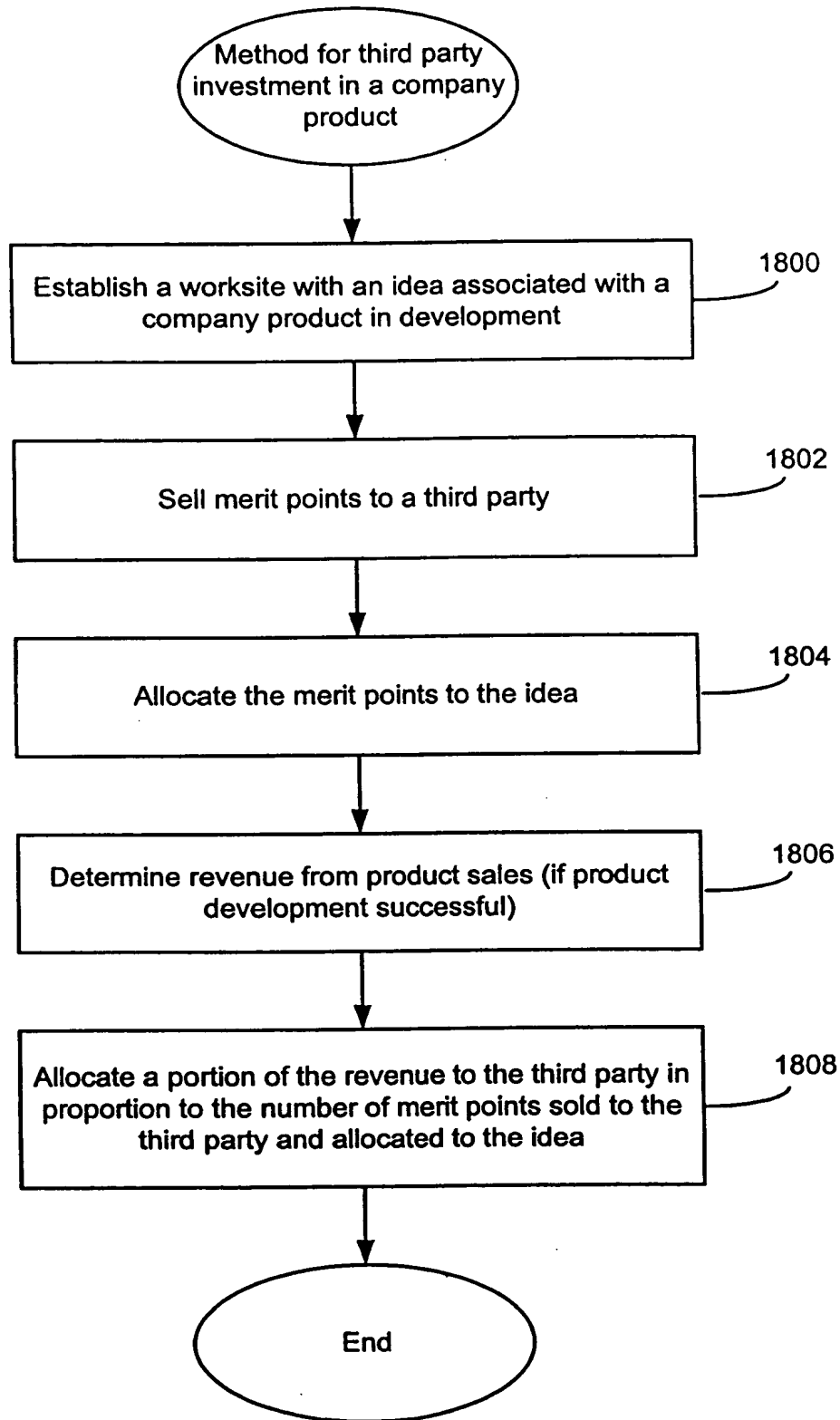


FIG.18